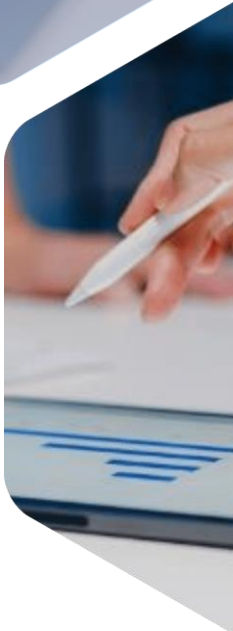
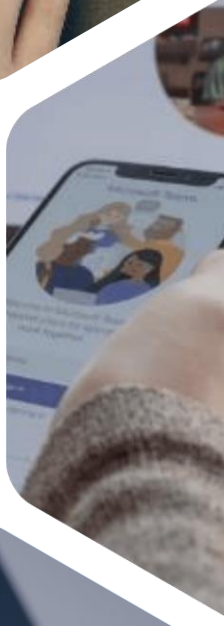


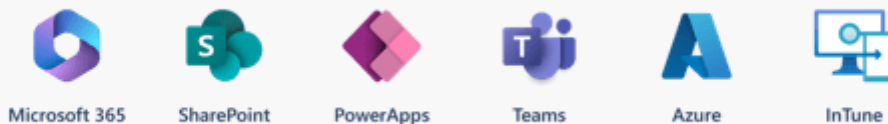
# Valto

## Pricing Document

### G-Cloud



# Valto the best Microsoft Partner in the world



**Valto is a Microsoft specialist committed to helping customers get more from Microsoft.**

As a Microsoft Solutions Partner, we are experts in Microsoft Technologies including Modern Workplace, Microsoft 365, Azure, Business Applications, Data & AI.

One of our primary goals is to help "Change the World" by Impacting 1 million lives positively through social initiatives and working with non-profits.

## Our Vision



Best place



Biggest and best



Happiest



Change the



Best Culture



Best Talent



### MODERN WORKPLACE

DEVELOPING INTRANET, DOCUMENT MANAGEMENT AND HYBRID WAYS OF WORKING SOLUTIONS USING MICROSOFT TEAMS, SHAREPOINT, VIVA, AND OTHER MICROSOFT 365 SERVICES



### MICROSOFT 365 & AZURE

ASSISTING ORGANISATIONS MANAGING DEVICES INCLUDING DESKTOPS / MOBILES AND MIGRATING TRADITIONAL SERVERS INFRASTRUCTURE TO THE AZURE PUBLIC CLOUD



### BUSINESS APPLICATIONS

PROVIDING DEVELOPMENT SOLUTIONS AROUND THE MICROSOFT POWER PLATFORM INCLUDING POWER APPS, POWER BI AND POWER AUTOMATE



### DATA & AI

PROVIDING AI SOLUTIONS INCLUDING FABRIC, POWER BI, AZURE PRO CODE DEVELOPMENT AND COPILOT



### MANAGED SERVICES

PROVIDING MANAGED SERVICES FOR ALL THE PILLARS OUTLINED INCLUDING IT SUPPORT FOR ORGANISATIONS.

# Introduction

The aim of this document is to provide pricing and service information on our service offering.

## Structure

Valto provide the following core offerings along with all of our services:

- Dedicated Account Managers
- 100% UK Based Microsoft Certified Specialists
- All work is completed by Valto Full Time member of staff and not outsourced.
- Ongoing updates to the Microsoft 365 & Azure platform for best practice and new features.
- Regular Events outlining all changes in technology.

Item	Answer
Hours (Mon-Fri)	09:00-17:00 Excluding Bank Holidays
Support Options	Email, Phone, Portal
Remote Support	Included
Onsite Support	Excluded
Standard Response	2 Hours
Standard Fix	16 Hours
Reporting	Monthly Automated Reporting Provided
Account Management Meetings	Monthly / Quarterly

## Services

### Consultancy & Rate Card

Valto can provide consultancy, development, and ad-hoc resources for projects. Projects can be priced in advance of engagement and our standard rate card can be found below:

	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
Follow	-	-	£600	£600	-	£600
Assist	£800	£800	£800	£800	£800	£800
Apply	£1000	£1000	£1000	£1000	£1000	£1000
Enable	£1050	£1050	£1050	£1050	£1050	£1050
Ensure / Advise	£1,100	£1,100	£1,100	£1,100	£1,100	£1,100
Initiate / Influence	£1,200	£1,200	£1,200	£1,200	£1,200	£1,200
Set Strategy / Inspire	£1,500	£1,500	£1,500	£1,500	£1,500	£1,500

Prices subject to VAT at standard rate

## Valto Support Options

Valto have several options that can be selected for support which have been outlined below. None of these are required for the project but are recommended as there is no free support options following deployment of the intranet.

### Maintenance Agreement

Valto can provide ongoing support and maintenance of your solution, giving you the peace of mind to know that services delivered are covered. Support is limited to the items delivered in the project, however Valto would be delighted to explore options to cover further services. This does not need to be taken with the project and alternatives like our token arrangement may be more suitable to your needs.

Support Options Comparison	Tokens	Managed Service
Support Portal	✓	✓
Authorised Users	2	5
Dedicated Account Manager	✓	✓
Patching and Backups Monitoring	X	✓
Annual Functional Review	X	✓
Proactive Monitoring	X	✓
Bug Fixes	X	✓
<b>Pricing - Valto Maintenance Managed Service</b> Valto will provide the above Managed Service for the solution based on a monthly cost of 2.5% of the overall deployment cost (excluding Consultancy / Workshop and Training elements.)		<b>£TBC</b> <b>2.5% of Value of Project</b> <b>(Excluding Tokens / Training)</b>

### Token Based Arrangement

Valto could purchase a batch of tokens for support and development and call on these as required. These are for remote assistance only, charged in half hour blocks and do not expire (unless there hasn't been any engagement or ticket raised for a 12-month period). The costings for this are as follows:

#### Tokens

Tokens	Cost (G-Cloud 14)
40	£5,250
80	£8,400
160	£17,800

## Case Studies



### Chester Zoo Case Study

**Reducing waste through an efficient uniform ordering app to save money.**

Chester Zoo staff members needed a way to keep track of previous orders and collections and an easier way to approve or reject any uniform related requests.

Click [here](#) to read more.

### City of London Case Study

**The City of London previously managed its gardens with pen and paper.**

Their goal was simple: build a Microsoft Power App solution that would streamline garden management for London's fieldworkers and administrators alike. The solution would have to be easy to use, scalable, and securely available on employee mobile devices.

Click [here](#) to read more.



### North Wales Fire and Rescue Services Case Study

**NWFRS enhances emergency response with secure intranet deployment.**

NWFRS needed to upgrade their on-premises information systems. By leveraging existing Microsoft 365 licenses, NWFRS achieved streamlined workflows and improved communication without incurring extra costs.

